

Message Text

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FRANKFURT FOR EDER, GAO

E.O. 11652: N/A

TAGS: AGAO, FR

SUBJECT: GAO STUDY OF INTERNATIONAL URBAN RAILCAR MARKET

REF: PARIS 27950

1. THE GAO HAS PROVIDED THE FOLLOWING IN REPLY TO THE
POINTS RAISED IN REFTEL:

QUOTE GAO IS AWARE OF AND EXTENSIVELY REVIEWED THE
GORDIAN ASSOCIATES STUDY REFERRED TO IN PARAGRAPH 1 REFTEL
27950. THE FINDINGS IN THAT REPORT WERE THE PRIMARY
REASON FOR GAO INQUIRY. GAO HAS MADE DETAILED STUDY OF
MATERIAL CITED IN PARAGRAPH 2 REFTEL 27950 AS WELL AS
SUBSTANTIAL REVIEWS OF OTHER RELATED MATERIAL.

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THE SUBSIDIES AND INCENTIVES LISTED IN THE GORDIAN STUDY
WERE NOT SPECIFICALLY LINKED WITH URBAN RAILCAR MANU-
FACTURERS. AN INTEGRAL OBJECTIVE OF GAO OVERSEAS WORK IS
TO DETERMINE THE EXTENT TO WHICH URBAN RAILCAR MANUFACTUR-
ERS ARE ELIGIBLE FOR AND MAKE USE OF THOSE SUBSIDIES.
GAO IS ALSO INTERESTED IN ANY OTHER SPECIAL GOF EFFORTS
ON BEHALF OF URBAN RAILCARS INCLUDING BUY NATIONAL PRO-

CUREMENT POLICIES WHICH FAVOR LOCAL RAILCAR MANUFAC-UR-ERS.

GAO DOES NOT WISH TO GIVE IMPLICATION THAT THEY ARE INVESTIGATING ILLEGAL TRADE PRACTICES OF OTHER COUNTRIES. THEY ARE INTERESTED IN GETTING A BETTER PERSPECTIVE OF HOW THE GOVERNMENT POLICIES OF FRANCE AND THE OTHER COUNTRIES UNDER REVIEW AFFECT THE INTERNATIONAL MARKET FOR URBAN RAILCARS. THE OBJECTIVE OF MEETING WITH FOREIGN GOVERNMENT OFFICIALS AND RAILCAR MANUFACTURERS IS MEANT TO PROVIDE A BALANCED PRESENTATION SINCE ONLY THE VIEWS OF U.S. MANUFACTURERS HAVE BEEN SOLICITED AT THIS TIME.

REGARDING PARAGRAPH 5 REFTEL, GAO UNDERSTANDS AND APPRECIATES THE NEED FOR COORDINATING INQUIRIES WITH PRIVATE COMPANIES IN FRANCE THROUGH THE GOF.

GAO STAFF HAS MET WITH REPRESENTATIVES OF FRANCO BELGE IN ATLANTA AND FOUND OFFICIALS MOST COOPERATIVE. THE FRANCO BELGE REPRESENTATIVE SUGGESTED THAT THEIR OFFICE IN PARIS WOULD BE ABLE TO SUPPLY GAO WITH MUCH OF THE INFORMATION NEEDED AND WOULD BE WILLING TO MEET WITH GAO REPRESENTATIVES.

REGARDING PARAGRAPH 3 REFTEL - GAO HAS INTERVIEWED ALL LIMITED OFFICIAL USE

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U.S. MANUFACTURERS BUT THEY HAVE NOT IDENTIFIED FOR GAO SPECIFIC INSTANCES OF INDIVIDUAL FOREIGN MANUFACTURERS RECEIVING GOVERNMENT ASSISTANCE. THEY MERELY REFER US TO THE GORDIAN STUDY CITED ABOVE.

GAO SUGGESTS THAT THE GOF MIGHT BE MORE AMENABLE TO REVIEW IF LOW-KEY APPROACH EMPHASIZING THE ABOVE POINTS ARE FOLLOWED. ENDQUOTE CHRISTOPHER

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